

CENTRAL INTELLIGENCE AGENCY  
**INFORMATION REPORT**

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<b>COUNTRY</b>	Poland	<b>REPORT</b>	
<b>SUBJECT</b>	Motozbyt, Central Automotive Sales Office	<b>DATE DISTR.</b>	7 December 1954
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1. The central marketing enterprise for all automotive equipment in Poland is the CSS (Centrala Sprzetu Samochodowego-Central Automotive Sales Office) Motozbyt<sup>1</sup>, directly subordinate to the Motor Transport Department of the Ministry of Transport. The head offices of Motozbyt are located at 13 Mazowiecka Street, Warsaw, in a corner building in which are also located several departments of the Ministry of Transport.
2. Motozbyt is the only enterprise in Poland engaged in local trading in automobile spare parts, accessories, and equipment. Its sources of supply are the local automotive industry and an import company which supplies spare parts for foreign-made motor vehicles.
3. The enterprise's capital investment plan for 1954 (projects for the construction of additional warehouses, repair of existing buildings, and their adaptation to the enterprise's requirements) amounted to 6,400,000 zlotys. The plan included the opening of an additional Motozbyt wholesale plant at Poznan on 1 January 1955. This plant will have a storage space of 5,500 square meters.
4. The company's capital investment plan for 1955, as already prepared by the head office, was tentatively fixed at 9,000,000 zlotys. Although not yet approved by the Ministry of Transport, the plan includes the construction of an apartment building for company officials to be erected opposite the Ministry of Public Security. The building is to have 22 two-room apartments, and its cost is estimated at 2,000,000 zlotys.
5. Motozbyt does not maintain a central warehouse to supply its five regional wholesale warehouses and 13 retail stores. Although the overall policy and the orders submitted to the supplier are subject to confirmation by the national head office, each regional wholesale branch operates independently, drawing its stock directly from local suppliers and/or from the import company. The retail stores are supplied by either the wholesale branches or directly by the producers.

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6. Wholesale branches are only allowed to sell automotive supplies to large customers, such as factories, transport companies, and other enterprises which operate large fleets of motor vehicles. The Motozbyt retail stores serve the small consumers.
7. In 1954 the total storage space of all Motozbyt wholesale and retail branches amounted to approximately 22,000 square meters. The following particulars are known about the location, warehouse space, and expansion plans of the five regional wholesale branches belonging to Motozbyt:
  - a. The Warsaw branch is located on Wlochowska Street outside the city, near Okęcie Airfield. It occupies three large halls built of reinforced concrete and covered with a roof of prefabricated, reinforced concrete plates. The total floor space of the building is 3,500 square meters, and the three halls, which took four years to build, were completed in 1953. A plan to construct a railroad siding for the warehouse has been approved by the Ministry of Transport, but the construction materials have not as yet been supplied. The railroad siding was scheduled to be completed by the end of 1954, but construction had not begun as of July 1954. The initial investment plan for 1955 provides for the construction of two additional storage halls, with a floor space of 2,000 square meters, at a cost of 4,500,000 zlotys. The new halls are to be built of reinforced concrete and brick and will include a basement and a ground floor, 3.80 meters and 6.75 meters in height respectively. A separate Motozbyt branch located in Warsaw, stocked with spare parts and other equipment for buses and trucks, exclusively serves the PKS national transport enterprise. It has a floor space of 1,200 square meters.
  - b. The Krakow branch, located at 3 Przemyslowa Street in a former alcohol factory, consists of six old buildings of different sizes which are being repaired and adapted as warehouses. They are to be completed by the end of 1955 and will have a total floor space of 5,000 square meters. These buildings also have basements with additional floor space of 700 square meters.
  - c. The Lublin branch is located in a two-story building on Przemyslowa Street. It has a total floor space of 2,000 square meters, and no expansion of the branch is planned for 1955.
  - d. The Torun branch is located in a building in the center of the town with a total floor space of 2,000 square meters. The branch also has some storage rooms in an old fort, which was let to Motozbyt by the military authorities. Nothing of any value is stored at the fort, and there is free access to these rooms.
  - e. The Lodz branch is located outside the town in Zibikowek, a recently built storehouse area. The storage halls of this branch will have a total floor space of 3,500 square meters and are to be completed by the end of 1954. The warehouse has its own railroad siding.
8. The general policy of Motozbyt is to organize its branches into specialized wholesalers who will handle only the products of a certain manufacturer. The products have thus been grouped into categories according to their make and use, and consumers wishing to purchase automotive articles and equipment must order

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